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Message Text

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45
ACTION COME-00

INFO OCT-01 NEA-11 ISO-00 EB-11 IGA-02 CIAE-00 INR-10

NSAE-00 RSC-01 L-03 DRC-01 (ISO) W
---------- 116005
R 091002Z FEB 74
FM AMEMBASSY JIDDA
TO SECSTATE WASHDC 6110
INFO AMEMBASSY BEIRUT
AMEMBASSY BONN

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DEPARTMENT PASS COMMERCE

E.O. 11652: N/A
TAGS: ETRN, BEXP, SA
SUBJECT: BROWN AND ROOT BID ON NEW AIRPORT CONTRACT

1. DURING AMBASSADOR AKINS' CALL ON MININTERIOR PRINCE FAHD BIN ABD AL-AZIZ (SECOND DEPUTY PRIME MINISTER) FEB 6, HE INFORMED PRINCE THAT AN AMERICAN FIRM, BROWN AND ROOT, HAD PROVEN TO BE THE LOW BIDDERS ON THE CONTRACT FOR JIDDA'S NEW AIRPORT. AMBASSADOR UNDERSTOOD, HOWEVER, THAT BROWN AND ROOT WAS STILL FACING COMPETITION BY OTHER FIRMS -- ESPECIALLY GERMAN HOCHTIEF --; ACCORDINGLY, AMBASSADOR HOPED THAT AS VARIOUS BIDS WERE EVALUATED BY SAG THAT BROWN AND ROOT WOULD BE GIVEN EVERY OPPORTUNITY TO MAKE ITS POSITION CLEAR IF SAG HAD ANY QUESTIONS REGARDING VARIOUS BIDS.

2. PRINCE FAHD SAID THAT HE WOULD BE TOUCH WITH MIN OF DEFENSE AND AVIATION PRINCE SULTAN TO MAKE SURE BROWN AND ROOT WILL HAVE OPPORTUNITY TO FOLLOW UP WITH SAUDI OFFICIALS ON ANY QUESTIONS THEY MIGHT HAVE, AND THAT COMPANY'S VIEWS RECEIVE A FAIR HEARING. COMMENT: WE CAN BE SURE REPS OF OTHER FIRMS ALREADY ON SCENE WILL BE TRYING TO UNDERMINE BROWN AND ROOT; ACCORDINGLY, LIMITED OFFICIAL USE

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COMPANY SHOULD BE URGED TO SERIOUSLY CONSIDER SENDING

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REPRESENTATIVE TO JIDDA TO FOLLOW-UP AS NECESSARY ON ITS BID.
AKINS

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NNN

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Draft Date: 09 FEB 1974
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Disposition Authority: morefirh
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